

Message Text

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SUBJ: POSSIBLE MEDICAL EQUIPMENT TRADE OPPORTUNITIES

1. SUMMARY: RECENT VISIT TO LENINGRAD'S KRASNOGVARDEETS MEDICAL EQUIPMENT PLANT PROVIDED USEFUL INFORMATION ON POSSIBLE BUSINESS OPPORTUNITIES FOR U.S. FIRMS. PLANT PRODUCTION CURRENTLY INSUFFICIENT TO MEET MEDICAL EQUIPMENT NEEDS OF SOVIET PUBLIC HEALTH SECTOR AND CONTINUING STEADY EXPANSION IN PRODUCTION PLANNED OVER NEXT 15 YEARS. END SUMMARY.

2. LENINGRAD CONSULAR CORPS WAS RECENTLY INVITED TO VISIT LENINGRAD'S KRASNOGVARDEETS MEDICAL EQUIPMENT PLANT WHICH SPECIALIZES IN SURGICAL INSTRUMENTS, WIDE RANGE MEDICAL EQUIPMENT, AND DIAGNOSTIC APPARATUS. PLANT, WHICH TRACES ITS ORIGIN BACK 257 YEARS AND WAS TOUTED AS PROUD EXAMPLE OF LENINGRAD ECONOMIC SECTOR, REPORTEDLY HAS INCREASED PRODUCTION IN LAST 15 YEARS BY 3.4 TIMES, WHILE ALSO NEARLY TRIPLING LABOR PRODUCTIVITY. PLANT IS PRINCIPLE OF SINGLE UNIVERSAL VAPORIZER WITH HIGH DOSAGE PRECISION;

--INTRODUCTION NEWLY DEVELOPED RESPIRATOR APPARATUS INTO MASS PRODUCTION;

-- DEVELOPMENT NEW ARTIFICIAL PULMONARY VENTILATION

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EQUIPMENT, WITH PNEUMATIC REGULATOR SYSTEM, FOR COMPLETE ANALYSIS OF PATIENT'S RESPIRATORY FUNCTIONS, AND FOR AUTOMATIC, COMPUTERIZED CONTROL OF PULMONARY VENTILATION;

-- MAINTAIN PRODUCTION OF WIDE VARIETY OF ENDOSCOPES WITH FIBER OPTIC SYSTEMS TRANSMITTING BOTH LIGHT AND IMAGE;

-- IMPROVE DIAGNOSTIC EQUIPMENT BY USING MICRO-ELECTRICAL ELEMENTS AND NEWEST CIRCUIT TECHNOLOGY;
-- INTRODUCE TRANSISTORIZED MULTI-CHANNEL ELECTRO-CARDIOGRAPHS INTO MASS PRODUCTION.

5. COMMENT: AS FAR AS WE ABLE TO DETERMINE, PLANT'S COOPERATION WITH U.S. FIRMS HAS BEEN MAINLY LIMITED TO SELLING LICENSES. PLANT DIRECTOR INDICATED THAT PLANT HAS SOLD SOME 16-17 LICENSES TO JOHNSON & JOHNSON OF BRUNSWICK, NEW JERSEY, WITH PRODUCTION LIMITED TO SALE IN U.S. AND CANADA. CONGEN OFFICERS WERE NOT SHOWN CENTRAL PRODUCTION LINES BUT VISIT TO EXPERIMENTAL LABORATORY WHERE NEWLY DEVELOPED AMALGAMATION OF FOUR SPECIALIZED FACTORY UNITS WHICH HAS OVERALL UNIFIED, CENTRALIZED MANAGEMENT, PRODUCTION, CAPITAL CONSTRUCTION, AND MATERIAL-TECHNICAL BASE.

3. ACCORDING TO DIRECTOR, PLANT IS CURRENTLY IN RAPID EXPANSION AND MODERNIZATION STAGE, INVOLVING COMPLETE RECONSTRUCTION AND TECHNICAL RENOVATION, WHICH IS SLATED CONTINUE UP TO 1990. PRODUCTION IS SET TO INCREASE AT LEAST 5.5 PERCENT IN CURRENT FIVE YEAR PERIOD FROM 36.7 MILLION RUBLES IN 1975 TO 57 MILLION RUBLES BY 1980. ANNUAL PRODUCTION FOR 1990 IS PROJECTED REACH 125 MILLION RUBLES, SOME THREE AND ONE HALF TIMES 1975 FIGURE. DESPITE EXTENSIVE EXPANSION TO DATE, PLANT REPORTEDLY IS NOT ABLE TO KEEP UP WITH SOVIET PUBLIC HEALTH SECTOR NEEDS, PARTICULARLY FOR LIMITED OFFICIAL USE

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ANAESTHETIC MACHINES, ARTIFICIAL PULMONARY VENTILATION MACHINES, ENDOSCOPIC AND OPTICO-MECHANICO APPARATUS AND ELECTRO-TECHNICAL APPARATUS FOR DIAGNOSIS OF HEART DISEASE. HENCE, THERE MAY BE GOOD POTENTIAL NEAR TERM MARKET FOR U.S. EXPORTS TO SOVIET UNION IN THESE AREAS.

4. OTHER POTENTIAL EXPORT POSSIBILITIES ARE SUGGESTED BY PLANT'S CURRENT PRIORITIES, WHICH LISTED AS:
-- PHASEOUT OF OBSOLETE ANAESTHETIC EQUIPMENT AND INTRODUCTION OF NEW MODELS OPERATING ON MACHINES BEING HAND ASSEMBLED INDICATES THAT, WHATEVER THEIR FUTURE PLANS, COMPANY IS STILL USING OLD-FASHIONED TUBES AND CONDENSOR COMPONENTS EVEN IN PROTOTYPE EQUIPMENT. WE WERE ALSO TOLD BY TECHNICIANS THERE THAT COMPONENTS NEARLY ALL SUPPLIED FROM COMECON COUNTRIES. SOVIET MEDICAL EQUIPMENT INDUSTRY CLEARLY HAS GREAT DEAL TO LEARN FROM HIGHLY SOPHISTICATED U.S. MEDICAL EQUIPMENT INDUSTRY.

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